GRADUATE DIPLOMA OF ONTOLOGICAL COACHING
(National Code 31003QLD)

OVERVIEW
The Graduate Diploma of Ontological Coaching is the most in-depth and comprehensive coach training program in Europe, South Africa and the Asia Pacific region.

Ontological Coaching is an extraordinarily powerful methodology for effecting real change at the individual, team and organisational level. It is highly effective because it is based on a new practical understanding of the power of language, moods and conversations for behavioural and cultural change. As such, the Graduate Diploma is relevant to the professional fields of coaching, organisational consulting, management and leadership.

Coaching is not something that is learned in a few months. Like any profession, it requires a curriculum that gradually builds key competences that are acquired through extensive experience and supervised practice. The Graduate Diploma of Ontological Coaching is an 18 month program, consisting of three levels, that enables the development of full professional competence.

The Graduate Diploma is designed for those seeking both personal and professional mastery in their lives. Participants are able to integrate major advances in understanding the nature of human existence and co-existence into their personal and professional lives, as the necessary experiential basis for professional coaching. They are able to simultaneously experience significant personal and professional development, along with the development of substantive coaching competence.

The learning context is highly interactive and experiential. Full advantage is taken of the richness and depth of learning that occurs in face-to-face interactions. This is supplemented by phone conversations and email exchange. Each participant is deeply respected as a learner who brings a diversity of skills and experiences to the course. Full support is provided to ensure that learning opportunities in the program are maximised.

In Europe, the Graduate Diploma of Ontological Coaching is offered in association with Inclusion.
Newfield Institute delivers the Graduate Diploma of Ontological Coaching on behalf of the Registered Training Organisation IPS Institute (RTO No. 32186)
INTRODUCING A UNIQUE AND POWERFUL APPROACH TO LEARNING AND COACHING

In a world of increasing complexity and uncertainty, generated by what seems like relentless and accelerating change, coping effectively and living a meaningful life have become central issues in our everyday existence. Dealing with these issues requires learning and addressing a critical question: “What learning is necessary to live and work well?”

Ontological coaches are skilful facilitators of profound learning that generates genuine transformation and more powerful and constructive ways of engaging with different aspects of life and work.

**Ontological Coaching** focuses on our **Way of Being**, which is a dynamic interrelationship between three areas of human existence – **language, emotions and body**. Way of Being contains our often deep-seated perceptions and attitudes and is the underlying driver of our behaviour and communication. Ontological Coaching has a holistic orientation that respectfully generates learning in all three areas of language, emotions and body as the catalyst for substantive and sustainable change.

This program will assist coaches, leaders and business consultants to develop a uniquely powerful way of observing and working with organisations. An organisation is seen as a network of conversations, relationships and commitments. How well people converse, relate, and manage their commitments, has a major bearing on performance and productivity. Leadership and management effectiveness is fundamentally about conversations and relationships. Shifts in Way of Being, individually and collectively, underpin the enhancement of conversational and relational competence, and are central to improved work practices, cultural change and lasting organisational transformation.
HOW YOU WILL BENEFIT FROM THIS PROGRAM

The distinctions provided in the Graduate Diploma of Ontological Coaching will enable you to become a more powerful observer of yourself and others. You will acquire a new set of concepts and competences for working with individuals and teams. These will enable you to observe the continuous interrelationship between how people speak, listen and converse with each other, their moods and the language of their bodies. These new ways of observing will enable you to open up possibilities for others which, even though were there before them, they could not see.

On successful completion of the program, you will be able to:

- Coach to a high level of competence across a wide range of personal, professional and organisational issues, and at a deeper level than is available in other coaching programs
- Facilitate and consult with organisations in ways that result in improved productivity, collaboration and trust
- Lead authentically with greater influence and impact
- Greatly increase your ability and capacity for masterful living and action
- Develop more constructive and mutually fulfilling relationships in both your personal and professional life

As a graduate of the program, you will also be eligible to become part of an international network of ontological practitioners working as Executive Coaches and Organisational Consultants and experience the benefits of continual professional learning, support and business opportunities.

WHO WILL BENEFIT FROM ATTENDING THIS PROGRAM?

The Graduate Diploma of Ontological Coaching is highly applicable for:

- Existing and aspiring coaches
- Organisational consultants, leaders and managers
- Professionals operating in highly people-focused environments
- Individuals interested in substantive personal development

AUSTRALIAN GOVERNMENT ACCREDITED QUALIFICATION

Upon completion of the program you will achieve the nationally accredited Graduate Diploma of Ontological Coaching (31003QLD) and be eligible to participate in Newfield Institute’s Advanced Ontological Practitioner Program.

ICF ACCREDITATION

The Graduate Diploma of Ontological Coaching satisfies the coach training component for Master Certified Coach accreditation with the International Coach Federation.
PROGRAM CONTENT
The Graduate Diploma of Ontological Coaching is conducted over three progressive levels. By fully engaging in the course, participants will embody key ontological distinctions to substantially enhance their own lives, and apply them with increased competence in coaching conversations.

LEVEL I: THE LINGUISTIC BASIS OF ONTOLOGICAL COACHING
This level focuses on learning to utilise a new understanding of language in everyday interactions and coaching. Although the primary focus is on language and the application of specific linguistic tools, there is a continual integration with the domains of emotions and body.

At the end of Level 1 you will be able to:
• Understand the conceptual framework and principles of Ontological Coaching
• Apply a different and deeper approach to the role of listening in coaching
• Understand how specific linguistic actions shape reality and how they are used effectively in coaching to shift behaviour
• Ask powerful questions that shift the client’s perspectives, and create new possibilities for living, working and learning
• Utilise powerful conversational strategies for dealing with change
• Apply the ethics of Ontological Coaching to generate deep trust and rapport

LEVEL 2: EMOTIONAL LEARNING AND ONTOLOGICAL COACHING
Humans are much more than rational beings. Equally important, if not more so, we are emotional beings. Neuroscience shows that emotional experiences have a powerful impact on human behaviour and communication. Being able to coach competently in the emotional sphere is an integral part of being an ontological coach. This requires participants to engage in emotional learning.

At the end of Level 2 you will be able to:
• Understand the pivotal role of moods and emotions in coaching for deep and sustainable change
• Recognise, work with and shift the ways moods and emotions impact on communication, behaviour and performance
• Observe and work with the interconnection between basic moods, body posture and language
• Provide clients with strategies to manage their moods and emotions
• Ensure you are in the most appropriate emotional frame for coaching
• Understand the connection between emotions, energy and health, and their link to coaching
LEVEL 3: THE PROFESSIONAL PRACTICE OF ONTOLOGICAL COACHING

Level 3 is about consolidating and extending the distinctions and competences learned in the previous two levels. In addition, a deeper practical appreciation of the role of the body in Ontological Coaching is developed, along with the application of an ontological framework for organisational consulting.

At the end of Level 3 you will be able to:

• Understand and apply the framework and principles of Ontological Coaching
• Coach effectively in all three areas of language, emotions and body
• Engage in effective self coaching to generate learning and change
• Build your identity as an ontological practitioner and be clear about post-course applications
• Understand the application of the ontological framework to generate organisational improvement and cultural change

In addition to participants coaching each other throughout the program, each participant will be required to conduct at least 8 coaching conversations with people outside the course during Level 3. Participants report on these conversations and their coaching clients submit evaluation forms to course leaders/mentor coaches.

PROGRAM STRUCTURE

Full advantage is taken of the richness and depth of learning that occurs in face-to-face interactions. Participant learning and engagement in the 18-month program consists of the following:

• A total of 26 intensive and experiential workshop days with program leaders
• Participation in study groups conducted on a fortnightly basis
• Individual assignment work
• Participation in at least 55 supervised coaching conversations throughout the program

A Mentor Coach will be available to provide ongoing support, which includes coaching.

An average of 6-8 hours per week is required to engage comprehensively in the course to maximise learning.

ASSESSMENT

There are five main areas of assessment required to complete the program:

• Attendance at national conferences and regional workshops
• Completion of structured assignments
• Study group participation
• Development and delivery of two public workshops
• Competence in coaching interactions

Whilst participants are encouraged to keep up to date with assignments, it is recognised that commitments outside the program may not always make this possible. The flexible nature of the program means that a suitable time frame for assignment submission can be negotiated whilst ensuring continued progress towards coaching competence.
WHAT OUR GRADUATES SAY ABOUT THE PROGRAM

“After all my years of training and being exposed to many top drawer leadership perspectives and frameworks the likes of Scharmer, Wheatley, Senge, Kantor, Colin’s, etc., I can honestly say that Ontology of the Human Observer as a body of wisdom is fundamental and is the foundation upon which the rest finds its depth, place and value.”

Vicky Coates
Consultant and Coach

“I attended the Ontological Coaching in Action Workshop in March 2013. I never knew that such deep change could happen in three days. To my delight I discovered that the OCIA Workshop was just the tip of the iceberg, that there is so much more beneath the surface and so much more to learn. The GDOC program is a soul-enriching learning experience that brings with it deep, lasting change.”

Cindy Hancock
Senior Sales Manager and Coach

“If I’d known about the Diploma before I completed an MBA, I would’ve chosen to do the Diploma first. Why? Because it speaks to the very core of what it is to be human, and without better understanding and observing our own human condition, how can we seek to understand and influence others both in our personal lives and as leaders in organisations. The learning never stops, because the Diploma journey changes the way you learn and observe in everyday life.”

Ben Sheppard
Learning and Development Coordinator
Local Government Authority

“My intention for engaging in the Diploma was to enhance my ability as an executive coach. My expectations have been far exceeded and the learning has proven to be applicable at a much broader level. As an executive coach and trainer it has provided me with insights into how I can work more effectively to assist clients in dealing with change. The program content has given me the depth of knowledge to feel both confident and comfortable in dealing with any level of coaching client or challenging situation.”

Oliver Love
Director and Executive Coach
Turnkey Consulting

“More testimonials from previous participants can be found on the website (www.newfieldinstitute.com.au). Past participants are also available for personal conversations to speak first hand of their experiences of doing the program and applying their learning.”

Julia Bonadei-Thorns
Certified Integral Coach
ABOUT NEWFIELD INSTITUTE

Newfield Institute is an international educational, research, coaching and consulting company, specialising in the application of Ontology for:

• Coach Training
• Executive Coaching
• Organisational Consulting

Ontology is an in-depth framework that gets to the heart of how people function, learn and change. Based on an advanced practical understanding of the power of language, moods and conversations, Ontology is the new knowledge for genuine individual and organisational transformation. Application of the methodology generates profound learning for sustainable behavioural and cultural change.

Whilst there is a substantial intellectual foundation to Ontological Coaching, Newfield Institute’s coach training programs are highly practical, experiential and ‘hands on’. Since 1996, the Institute has trained over 3,000 professionals through their public programs.

Newfield Institute operates in Australia, South Africa, Europe and the Asia-Pacific region. Client organisations include: ANZ Bank, CSIRO, ExxonMobil, Gold Coast City Council, Jemena, Queensland Department of Natural Resources and Water, Shangri-La Hotels, Victorian Building Authority, Victorian Department of Treasury and Finance, Department of Regional Australia, Local Government, Arts and Sport.

ABOUT INCLUSION

John van Roij established Inclusion in 2006 after over 20 years experience in HR, Management Development and corporate training. With Inclusion he focuses on in depth assessments, sustainable coaching and personalised management training and development for leading international companies in the Telecom, IT, and automotive industries. He holds MA degrees in Psychology, Marketing and HRM.

John is an ICF certified coach (PCC), a certified Gestalt therapist and a Trainer of NLP and Time Line Therapy™. His never ending curiosity and ambition are directed at understanding, integrating and implementing what is most valuable for clients to incorporate in their professional and personal lives.

“Theory without practice is foolish, practice without theory is dangerous.”

Ancient Chinese Philosophy
PROGRAM LEADER

ALAN SIELER
Alan is the founder and Director of Newfield Institute. As a world leader in ontological coaching he has written extensively on the relevance of Ontology to living, working, learning and coaching. His professional experience in education, training and consulting is extensive, having worked with multinational corporations and national organisations from Australia, New Zealand, Hong Kong, Singapore, the United States and South Africa. Alan focuses on the communication processes that build a collaborative and high performance organisational culture. His work as a consultant, workshop leader and executive coach is solidly grounded and highly engaging.

SUPPORT COACHES
Other accredited coaches will also be assisting in different sections of the program.

COACHING TO THE HUMAN SOUL
ONTOMLOGICAL COACHING AND DEEP CHANGE VOLUMES I, II AND III
BY ALAN SIELER

Alan Sieler’s pioneering work in providing a written articulation of the essence of Ontological Coaching is internationally recognised. His three Coaching to the Human Soul publications are being used in organisational development in such corporations as NASA, Hewlett Packard and Intel. The books are also being used in coaching and leadership programs in universities in the United States, South Africa and Australia, as well as other coach training courses.
PROGRAM SCHEDULE 2015/2016

The Graduate Diploma of Ontological Coaching is an 18 month program during which participants work through three consecutive levels to complete the program requirements.

The 2015/2016 dates for the three levels are:

- **Level 1**: 23 March – 19 September 2015
- **Level 2**: 19 October 2015 – 19 March 2016
- **Level 3**: 27 April – 9 September 2016

Completing the introductory Ontological Coaching in Action workshop is an essential prerequisite for participating in the Graduate Diploma.

The program is built around 8 conferences totalling 26 face-to-face days. Participants will also work through course material individually and in small learning groups.

All conferences are held in the Netherlands with the location of each conference being decided when the country of origin of each participant is known.

Conference dates for the 2015/2016 program are:

- **Level 1**:
  - Mid-level Conference: 4 – 6 June 2015
  - Closing Conference: 4 days between 7 – 19 September 2015

- **Level 2**:
  - Opening Conference: 19 – 22 October 2015
  - Mid-level Conference: 21 – 22 January 2016
  - Closing Conference: 4 days between 7 – 19 March 2016

- **Level 3**:
  - Mid-level Conference: 28 – 29 June 2016
  - Closing Conference: 7 – 9 September 2016

PROGRAM FEES FOR 2015/2016:

Three payment options are available for the program fee (which includes all course learning materials):

<table>
<thead>
<tr>
<th>Option</th>
<th>Total Program Fee</th>
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<tbody>
<tr>
<td><strong>Option 1</strong></td>
<td>€8,900 Payable in full by 1 April 2015</td>
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<tr>
<td><strong>Option 2</strong></td>
<td>€9,300 Payable in 3 instalments (per level) as follows:</td>
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<td></td>
<td>Level 1: €3,100 (payable in full by 15 March 2015)</td>
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<td></td>
<td>Level 2: €3,100 (payable in full by 12 October 2015)</td>
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<td></td>
<td>Level 3: €3,100 (payable in full by 20 April 2016)</td>
</tr>
<tr>
<td><strong>Option 3</strong></td>
<td>€9,600 Payable in 8 instalments of €1,200 (payment dates correspond with Conferences)</td>
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All pricing excludes VAT.

REGISTRATION FEE AND CANCELLATION POLICY:

- To reserve your place on the program, a €1,200 registration fee must accompany your registration.
- Cancellations notified in writing:
  - prior to 1 January 2015 – refund available less a €600 administration fee
  - on or after 1 January 2015 and before 15 March 2015 – 50% refund
  - on or after 15 March 2015 – no refund available
- Substitute delegates are acceptable.

FOR ENQUIRIES AND FURTHER INFORMATION:

Please contact:

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Email: inclusion@upcmail.nl

**Australia:**
ALAN SIELER at Newfield Institute Pty Ltd
Phone: +61 3 9878 5501
Email: info@newfieldinstitute.com.au
ENROLMENT FORM
GRADUATE DIPLOMA OF ONTOLOGICAL COACHING in Europe
2015 INTAKE
PLEASE RETURN COMPLETED FORM TOGETHER WITH PROOF OF PAYMENT TO:
JOHN VAN ROIJ at inclusion@upcmail.nl

Name: ____________________________________________
Address: _________________________________________
Town/City: _________________________________________
Postcode: _________________________________________
Country: __________________________________________
Home Phone: _______________________________________
Work Phone: _______________________________________
Mobile: ___________________________________________
Email: ____________________________________________

I wish to pay (please tick):
(All pricing excludes VAT)

[ ] OPTION 1: Complete program - €8,900
[ ] OPTION 2: Level 1 - €3,100
[ ] OPTION 3: First instalment of 8 – €1,200
[ ] REGISTRATION FEE ONLY: €1,200

Please note that a €1,200 registration fee must accompany your enrolment

I enclose payment of € ___________________

PAYMENT BY BANK TRANSFER:
Account Name: Inclusion
Bank: Rabobank
IBAN (Account No.) NL32 RABO 0136 040 136
BIC/SWIFT code: RABONL2U

REGISTRATION CANCELLATION POLICY:
• Cancellations notified in writing: -
   - prior to 1 January 2015 – refund available less a €600 administration fee
   - on or after 1 January 2015 and before 15 March 2015 – 50% refund
   - on or after 15 March 2015 – no refund available
• Substitute delegates are acceptable.
• Returning a completed enrolment form and payment of your course fees will be deemed an acceptance of the course booking and cancellation policy.

We look forward to learning and working together.
www.newfieldinstitute.com.au